



ALEXEY NAZAROV

FACILITATOR, TRAINER & CONSULTANT

Alexey helps companies, teams, and individuals to build consensus.

He helps clients to align teams, land better deals and increase profitability and time-to-market.

Alexey believes that every issue, disagreement or conflict can be resolved in a win-win manner – we just need to rethink it with the help of an external moderator.

For the last 25 years in a profession, Alexey closed deals for billions of USD and, as a trainer, has helped tens of thousands of people to reach better agreements and improve results.

Alexey's clients' list includes: Mars, Nestle, Henkel, KPMG, Accenture, IBM, Xerox and many others.

CAREER

- 2022 - present** **International Freelancer**
Team alignment session facilitator, negotiation skills trainer/consultant/coach
- 2004 - 2022** **Sellwell (Negotiations, Teams, Sales)**
Founder, Facilitator/Trainer/Consultant
- 2016 - 2018** **Rosatom (contracts NPP all over the world)**
Adviser to the CEO, Deputy Director of the El-Dabaa Nuclear Power Plant Project Team
- 2014 - 2017** **Moscow State University Graduate School Of Business**
Visiting lecturer
- 2001 - 2004** **Global Consulting, a training and merchandising agency**
Trainer/consultant
- 1997 - 2001** **MV, Copy-Systems, Soyuz-Pro**
Sales manager, procurement manager

KEY SERVICES

Team alignment sessions

Your team become more engaged and empowered

Facilitation sessions

Your team will make better decisions together

Mediation sessions

Conflicts among team members will be resolved and productivity will be restored

Negotiation skills training

You and your people will be able to get better deals in the most important negotiations

Executive coaching

Your leaders become stronger in the areas of team leadership, influence and negotiation

EDUCATION AND CERTIFICATES

- 2020 - now** **Pepperdine, Strauss Institute for Dispute Resolution, USA**
Master of Dispute Resolution program (Los Angeles)
- 2019** **Pepperdine, Strauss Institute for Dispute Resolution, USA**
Mediation Skills Training (Los Angeles)
- 2018** **Center for Effective Dispute Resolution, UK**
CEDR Accredited Mediator, Mediation Skills Training (Hong-Kong)
- 2004 - now** **Chartered Institute of Personnel and Development, UK**
Chartered Member (MCIPD), Diploma in Training and Development, Certificate in Training Practice
- 2013-2017** **Harvard Law School, Negotiation Institute, USA**
Certificates: Mediating Disputes (Basic and Advanced); Secrets of Dealmaking; Difficult Conversations; Effective Negotiations
- 2004-2017** **Henkel Central Eastern Europe Academy, Austria; Red Bull Academy, Austria; Mars Inc, USA**
Certified external trainer
- 1998-2000** **Business School of Open University, Russia**
UK Diploma in Management
- 1993-1999** **Moscow Power Engineering Institute (Technical University) Department of Postgraduate Education**
Diploma in Marketing Management
Department of Automation and Computer Engineering
Diploma in Engineering